

Dear Customers and Meridian Team Members,

On this crystal clear winter night, the lights of the New York City skyline are shining brightly beyond the runways of Teterboro Airport. What a sight! I'm amazed at the opportunity that we have had to grow a great business in an industry that we all love. We started with a flight school and piston maintenance operation selling avgas from a Quonset hut in 1958. Today, Meridian is a recognized leader in the international charter, aircraft management, jet maintenance, and FBO business. Instead of a Quonset hut, we operate from a 70,000 square foot terminal/hangar complex that was completed in 2007. Our growth has been characterized by a series of big and little steps. Each step was taken from a solid base of knowledge, experience, planning and a commitment to excellence.

The next exciting step for Meridian is an expansion West. We have contemplated this project for many years and now, with strategy in hand, our management team believes that the time is right to proceed. Our commitment to always exceed our customers' expectations will be our guiding principle as we establish a presence on the West Coast. We look forward to developing a network of lasting relationships that will grow Meridian into a major contender in the region.



This issue of *The Extra Mile* highlights some of our accomplishments, priorities, and challenges over the last six months. I hope that you enjoy the articles and we will see you soon.

Ken Forester

Guarding Against Sandy

Nearing the final stretch of 2012, Hurricane Sandy astonished the nation by claiming her place in the record books as one of the most destructive storms in U.S. History.

A category 1 hurricane the size of Texas, "superstorm" Sandy formed off the coast of Nicaragua in the southern Caribbean Sea on October 22, 2012 and came barreling across the Atlantic Ocean wreaking havoc along the entire Eastern Seaboard until dissipating over western Pennsylvania on October 31, 2012.

As quickly as news of Sandy hit the airwaves, Meridian sprung into action - planning and preparing. Without hesitation, team members went to work collecting and securing any outdoor materials that could potentially become a hazard; readying generators; fueling vehicles; prepping and placing sand bags; reviewing procedures, reaching out to customers, and so much more. The team strategized in-depth to ensure that both people and assets would be guarded against Sandy.

On October 29, at approximately 8 p.m., the hurricane made landfall near Atlantic City, New Jersey. Meridian was ready. Of the East Coast states, New Jersey and New York endured the brunt of Sandy's wrath, with



relentless winds, rain and severe flooding that carried on throughout the night into the next day.

Above: Weather map shows Hurricane Sandy heading from the Caribbean towards the East Coast.

A very basic overview of what followed next at Teterboro Airport (TEB) was this:

On October 30, well before daybreak, TEB closed due to flooding; the time was 4:45 a.m. "There was significant ramp flooding, but no damage to the facility," commented Steve Chandoha, President Meridian Teterboro. Sandy began to move inland,

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Above: Team Meridian at NBAA in Orlando (l to r: Per Karlsson, Anthony Banome, Bob Platten, Jim Reyes, Kirk Stephen)

Meridian Exhibits at NBAA Convention in Orlando

On October 30, 2012, amid a hurricane and temporary flight restrictions, the NBAA kicked off its 65th Annual Meeting & Convention (NBAA2012), which is considered by most to be the flagship event in the business aviation industry. The trade show was held in Orlando, Florida at the Orange County Convention Center and ran from Tuesday, October 30 through Thursday, November 1. The annual convention was recently ranked #5 among all US trade shows.

Meridian participated in the event with a large 20' x 20' exhibitor booth. With a reduced staff due to Hurricane Sandy, five Meridian associates were able to get down to Orlando and represent the various business units of the company, including Air Charter, Aircraft Management, FBO, and Aircraft Maintenance.

"Despite some significant challenges, we were glad to be in Orlando representing Meridian at our industry's biggest event. The hurricane hit Teterboro Airport and surrounding areas very hard, but we wanted to let people know that Meridian is here and open for business. Overall, the show was very productive for us, but more importantly, we were very appreciative of the concern expressed by industry colleagues and friends, who came by our booth to ask how our company was doing during the storm," according to Kirk Stephen, Marketing Manager.

National Business Aviation Association (NBAA) President and CEO Ed Bolen said, "...it was a very strong event, despite its timing alongside Hurricane Sandy's landfall on the East Coast, and a temporary flight restriction for the Orlando area late on Sunday evening and Monday morning before the show. We're delighted that, especially given those challenges, Convention participants reported strong traffic on the exhibit floor and at the aircraft static displays, along with a high level of enthusiasm among Attendees."

Some highlights include:

- The show closed with 25,150 people in attendance, a number comparable to the final Attendee total of 26,077 for the 2011 Convention, and to the final Attendee total of 24,206 for the 2010 event.
- The number of Exhibitors at the Orange County Convention Center was 1,073; booth spaces totaled 4,361, an increase over last year's booth-space total.
- A total of 105 aircraft were shown on two separate static displays, and an additional four aircraft were shown inside the convention center.
- The show drew Attendees from all 50 U.S. states and 87 countries.

Look Us Up on the West Coast

Have you heard? Meridian is now better poised to serve customers on the West Coast!

On October 25, 2012, it gave us great pleasure to announce that Meridian has expanded its Air Charter operations to Hayward, CA. The expansion is part of the company's long-term strategic plan to better serve its existing client base, while also developing its charter and aircraft management businesses in the San Francisco Bay area.

Dennis O'Connell, President of Meridian Air Charter, commented, "We feel the Northern California market is currently under-served, and we must be present on both coasts to address our clients' private aviation needs. This expansion is part of our long-term growth strategy, and we're confident that the best time to start is now."

And start we did! The first two phases of the expansion are complete. To begin, Meridian has established a physical presence in Northern California with the launch of two aviation sales offices. The offices serve as a resource and point of contact for regional charter clients.

The first office opened in September 2012, at San Jose International Airport (SJC) in San Jose, CA. This office is managed by Jim Reyes. Jim was hired by Meridian as the new Aviation Sales Executive for the West Coast. His role is to support and grow the Air Charter and Aircraft Management businesses on the West Coast. Jim is a seasoned aviation professional with over 20 years of experience.

The second office, which opened its doors in November, is located at Sonoma County Airport (STS) in Santa Rosa, CA. It is managed by Kelly Pappas. Kelly has a Master's degree in Public Administration from the University of Southern California, with experience in fund-raising and development. She will be responsible for business development, analysis, and sales support. We invite you to stop by either office for a visit.

The next phase of expansion begins this month. Meridian Air Charter is pleased to report that one of its twenty-plus managed aircraft will now be based at Hayward Executive Airport (HWD) in Hayward, CA. The aircraft - a beautifully appointed, wi-fi ready, 9-passenger Citation XLS (N43HF) - will be available for Charter in early February. Hayward is located on the southeast side of the San Francisco Bay, and is centrally situated between San Francisco, San Jose, and Oakland.

Below: Meridian Air Charter opens new sales offices & locates aircraft to the West Coast.



A Brown Bag For A Good Cause



For Meridian, it is an honor and a privilege to be able to actively support local organizations that have dedicated themselves to making a positive difference in the community. For this reason, Meridian happily participated in Table's 2012 "Bag A Lunch, Help A Bunch" program.

Table to Table is a community-based food rescue program that collects prepared and perishable food that would otherwise be wasted and delivers it to organizations that serve the hungry in New Jersey's Bergen, Hudson, Essex and Passaic counties. The fresh food is delivered free of charge to more than 50 agencies throughout the area.

The "Bag A Lunch" program is an ongoing drive that gives people the opportunity to make a "big difference in a small way" through a one-time donation. Participants are asked to take the money that they would normally spend on one day's lunch, place it in a paper bag, seal it, and donate it to help support Table's mission.

Meridian team members "helped a bunch" by donating \$325 out of their own pockets, and the company matched employee contributions dollar for dollar, thus contributing a total of \$650 to Table to Table's mission – that's enough money to provide over 3 weeks of daily meals for children living in Bergen County's safe home for victims of domestic violence. "Every little bit makes a big difference to someone and Meridian is proud to be part of that," said, Ken Forester, Meridian CEO.



Meridian Helps Spread Joy

This holiday season, Meridian faithfully participated in the 19th Annual Teterboro Airport Holiday Toy Drive to benefit Shelter Our Sisters (S.O.S.) – a non-profit organization that, for over 35 years, has dedicated itself to bettering the lives of women and children impacted by domestic violence in Bergen County, NJ.

Every year Teterboro Operations sponsors the drive, rallying our Airport Community to join together and help spread a little joy through charitable donation. Meridian annually offers its facility as a drop-off location and team members generously contribute to the collection. "Everyone here at Meridian is proud to support such a worthy cause," shared Susan Forester, S.O.S. Coordinator for Meridian. Shelter Our Sisters reported that in 2011 it was able to help 279 families, including 460 children due to the kindness of so many individuals, families, businesses, and organizations throughout Bergen County.

2012's donations included various toys for all ages, board games, arts & craft activities, clothing and more. By December 21, all donations were in the hands of S.O.S., where the gifts were wrapped and distributed to the women and children in the program in time for Christmas.

Above: Susan Forester (far left) and Betsy Wines (4th from left) represent Meridian at the annual Teterboro Airport Holiday Toy Drive which supports Shelter Our Sisters.

Meridian Calendar of Events 2013

Date(s)	Name of Event	Location	Notes
Jan 22-25	NBAA Schedulers & Dispatchers	San Antonio, TX	Trade Show
Feb 22-24	Boca Raton Concours d'Elegance	Boca Raton, FL	Concours
Feb 28	NBAA Regional Forum - Long Beach, CA	Long Beach Airport (LGB), Long Beach, CA	Trade Show
May 21-23	EBACE	Geneva, Switzerland	Trade Show
May	NeBAA Golf Tournament (Nebraska)	Omaha, NE	Golf Outing
June 6	NBAA Regional Forum - White Plains, NY	Westchester County Airport (HPN), White Plains, NY	Trade Show
June 15-16	Wings & Wheels Expo	Teterboro Airport (TEB)	Air & Car Show
June 24	Flight Safety Customer Appreciation Golf Tournament	Centennial Golf Club - Carmel, NY	Golf Outing
June	NATA Air Charter Summit	Westfields Marriott - Chantilly, VA	Trade Show
July 11	NBAA Regional Forum - Denver, CO	Centennial Airport (APA), Denver, CO	Trade Show
July	Teterboro Airport 5K Run	Teterboro Airport (TEB)	5K Run
Aug 4-7	GBTAA Convention	San Diego, CA	Trade Show
Sept 12	NBAA Regional Forum - Chicago/Waukegan, IL	Waukegan Regional Airport (UGN), Chicago/Waukegan, IL	Trade Show
Sept	Teterboro Airport Scholarship Golf Classic	Crystal Springs Golf Resort - Hamburg, NJ	Golf Outing
Sept	Teterboro PAMA Golf Outing	Crystal Springs Golf Resort - Hamburg, NJ	Golf Outing
Oct	NJ Aviation Hall of Fame Inductee Dinner	Wood-Ridge, NJ	Awards Dinner
Oct 22-24	NBAA Annual Meeting & Convention	Las Vegas, NV	Trade Show
Dec 5-8	Art Basel	Miami Beach, FL	Art Show

PLANE FOLK

John Bahrenburg

Retired, Aircraft Technician Crew Chief

On Friday, September 28, 2012, with 53 years of aviation experience under his belt, the Meridian family waved farewell to colleague and friend John Bahrenburg as he headed out the door on his way to retirement.

"John has been an essential part of our outstanding maintenance team," said John Langschultz, VP Meridian Jet Center. "We were sad to see him leave, but we wish him all the best and hope he enjoys every day of his retirement."

John's aviation career began when he joined the U.S. Air Force after graduating high school in 1959. However, his love of aircraft manifested itself long before that. In his youth, John spent many hours meticulously building model airplanes. In the service, John performed maintenance on single engine jet fighters, and while stationed in Japan he worked as a heavy maintenance technician. He concluded his service at Andrews Air Force Base in Washington, DC.

Following discharge, John took a position at Red Bank Air Taxi in New Jersey. There he earned his Airframe and Powerplant (A&P) license and diligently worked his way up to line maintenance supervisor. In this role, John gained valuable experience working on a variety of aircraft. From Red Bank, John headed 30 miles north to Linden Airport to work for Matco.

After a seven year stint with Matco, John again headed up the coast, landing himself a job with American Cyanamid here at Teterboro Airport. John was with the company for 17 years - up until the day American Cyanamid's aviation department was dissolved. His next stop was just a few doors down to Meridian (then operating as Million Air). The year was 1995. For the next 17 years, John wholeheartedly dedicated himself and his talents to his job here at Meridian. It has been a pleasure to have him onboard.

Through the course of his career, John has been recognized for his impeccable achievements. In 2006, PAMA presented him with a Lifetime Achievement Award. That same year, the NBAA awarded him with the Safe Technician Award. In 2010, John received the Charles Taylor



Above: John Bahrenburg (left) receives recognition from Ken Forester, Jr. (right) for his years of service at Meridian.



Left: John (left) shares a funny moment with Ken Forester, Sr. (right) at his retirement party.

"Master Mechanic" Award, the most prestigious award issued by the FAA. Upon winning the Charles Taylor Award, Ken Forester, CEO, remarked, "John's commitment to the industry, keen safety consciousness, professionalism, and skillfulness has earned him this award."

John attributes his successful, safe, and steady career to "caution, a lot of patience and general know-how." He shared that of all the aircraft he has worked on, the Lear 25 has been his favorite.

Guarding Against Sandy

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however there was no rest for the weary as the superstorm's backlash continued to inflict punishment on the Northeast.

The Airport made an attempt to reopen the following day (October 31) at 1:06 p.m., but like millions of New Jersey residents, TEB was without power. The Airport closed that evening at 6:22 p.m. due to a lack of airfield lighting.

On November 1, at 6:11 a.m., TEB successfully reopened and the airfield lighting issue was resolved during the day. To the relief of many, there were no additional airport closures.

Despite the airport closing, Meridian was able to keep the FBO open - thanks to the immeasurable dedication of its team members. We especially would like to acknowledge the crew of employees that kept watch in the heat of the storm and guarded the FBO from flooding. Steve, proudly explained, "Seven Meridian employees stayed during and through the duration of the storm - monitoring the facility, sand bagging, answering phone calls from customers as to the status of the airport, rebooking reservations, and more." For Meridian, it was important to be able to assist our customers as best we could and give them someone to reach out to during the storm.

Ken Forester, CEO, said, "Every individual's efforts were vital during Hurricane Sandy, and everyone pitched in. We are proud to have such a dedicated, proactive group of people working here at Meridian."

Staten Island's "Brown Cross"

There are nearly no words for the aftermath of Hurricane Sandy. As of December 2012, it was reported that damage in the U.S. alone was estimated at over \$63 billion dollars. For Meridian's neighbors in the New York Metropolitan area, Sandy was horrifying, especially for residents of the Jersey Shore, Queens and Staten Island, where the storm hit hardest.

However, there is a lot to be said for the human element. From the devastation rose strength, kindness, benevolence and sympathy. People within the communities united in an effort to reclaim their lives and their neighborhoods. Those outside flocked to help ease the burden, contributing in anyway they could. Meridian's Anthony Banome, who is responsible for FBO fuel sales and customer service, is a Staten Island resident who, despite being victimized by the storm, leapt at the chance to volunteer and get his community back on its feet.

The Staten Island clean-up effort began with just a handful of people, but news regarding the severity of the circumstance spread quickly and the crew grew to include over 700 volunteers. "At first it was just people from the community, then other communities, then other boroughs, and in only a couple weeks, colleges and universities from all over were sending groups of volunteers (Maryland, Virginia, Washington DC, Philly, etc.)," shared Anthony. "By the end, 7 out of 10 people were from outside of the boroughs."

Locals quickly dubbed the volunteer team "The Brown Cross" because standing before them was an immense crew of muddy, drenched, heaven-sent souls who willingly dove head-long into the laborious task of returning 300 Staten Islands homes to safe living conditions. Anthony helped put the mission into perspective: "There was complete devastation. There is no other way to describe it. Houses were moved off their foundations, water lines were to the ceilings, and every car was destroyed and immobilized." He continued, "As volunteers, we tore down and pulled out all saturated sheet rock and flooring to avoid, or contain, the molding process. We stripped houses that were salvageable of everything, down to the wooden frame. Teams of volunteers organized the donation of supplies and established a warehouse of goods that were readily available for the victims."

As suggested, physical labor was not the only form of volunteerism. Innumerable people contributed to the cause in a plethora of ways - monetary, food, clothing, cleaning supplies, transportation and so much more. When asked how business aviation helped, Anthony was proud to recount the



Top: Demolition crew in front of a pile of cleared-out debris in New Dorp Beach, S.I.

Left: Anthony Banome drops off supplies at Brown Cross HQ

Right: Business aviation supports clean-up efforts by delivering supplies to TEB

response the Brown Cross received from those in the industry. He said, "I am grateful for networking and people's willingness to help. In this way, I was able to help fuel our cause. As soon as certain aircraft operators were aware of the Brown Cross movement, they immediately asked what was needed. Everyone was so generous."

With Anthony as a direct contact, many of Meridian's customers, friends and colleagues were put at ease. In the aftermath of a crisis like Sandy it can be confusing trying to figure out which organizations are legitimate, how donations are being distributed, and whom they benefit. Because of Anthony, people felt confident that their contributions would be properly applied directly to the cause... and rightly so.

Of the many items that came pouring in, there was one much needed category that doesn't necessarily come to mind at first - tools! "At the time, volunteer numbers were growing by leaps and bounds, so the most important supplies - aside from food and water - were tools," noted Anthony. "Any kind of demolition tool was needed... picks, shovels, sledge hammers, garbage pales, masks, gloves, and flashlights. We needed to arm this sudden, overwhelming amount of volunteers with the tools that would make them efficient."

Among the many who supported the cause, Anthony acknowledged, "Three operators pulled through in a major way with the Brown Cross wish list during this time of crisis. They were Ben Rhodes of Global Air Services, Katha House of UniFirst, and Chuck Parrino of Pacific Jet Aviation. At the helm of a Gulfstream IV that departed from Florida, Mr. Rhodes delivered every type of tool and cleaning supply, along with massive amounts of food and water for the victims and teams of volunteers. Ms. House flew in a second truckload of demolition tools, cleaning supplies, and shovels to further equip the growing number of volunteers. There were also diapers and other donations on board. She was piloting a Challenger 601 from NH. In addition to tools and "standard" supplies, Mr. Parrino delivered many work jackets, gear, and boots to combat the dropping temperatures that the volunteers were constantly dealing with. He arrived in a Challenger 300 from Florida."

The Meridian family applauds the Brown Cross, Anthony and everyone who gave their time and resources to help the healing process begin.

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Meridian MILE MARKERS: Hayward, California



Meridian Has Joined the 'Heart of the Bay'
Above: Air Traffic Control tower at Hayward Executive Airport (HWD). To better serve its charter customers in Northern California, Meridian will base a Citation XLS at HWD. The Citation will be available for Charter in early February.

This issue's Mile Marker lands us in sunny California along the shoreline of the San Francisco Bay.

The city of Hayward, fondly referred to as the 'Heart of the Bay,' is a welcoming, ethnically-diverse community that melds economic development with the preservation of open space. Within city limits visitors can venture downtown for shopping, dining and an event at the new Civic Center. Or, they can trek east to scenic Garin-Dry Creek Pioneer Regional Park. A spring visit to the park is highly recommended, when the hills are green and the wildflowers are in bloom.

Step just outside the city, and voilà! – San Francisco, Oakland, and San Jose are Hayward's backyard neighbors. Whether destined for Hayward or other destinations in the Silicon Valley or San Francisco, Hayward Executive Airport (HWD) is an ideal gateway. A former WWII fighter base, the airport is an essential part of the community, serving the transportation needs of local businesses, residents and visitors alike.

Meridian Celebrates

25 Years
Steve Chandoha

15 Years
Randy Arrigo
Heather De Regis

10 Years
Jorge Cornejo
Rosa Quinones
Andrew Ladouceur

5 Years
Sarah Campbell
Rick Bentley
Petrika Robo
Bruce Nethercott
Taryn Bruno
Keith Carlyle
Raul Brito
Ryan Parsons
David Albiero
Manny Rodriguez

1 Year
Brittany Page
Ed Schmidt
Selwin Melo
Pedro Sanchez
Dan Whalen
Dan Govatos
Bill Somers
Reuben Laurore
Peter Shinsec
Ed Krzysztof
Charlie Hoepf
Bryan Kelly

New Comers
Juan Capellan
Wade Carter
Matt Lipka
Bob Platten
William Garcia
Raul Fuentes Fletes
Marlon Hernandez
Jason Olivera
Ron Zambrano
Jim Reyes
Ken Bachelder
Martin Carullo
Amielle Abshire

Henry Cruz
Martin Fessele
Andrea Politis
Kelly Pappas
James Alexander
Jon Maakestad
Eury Alba Perez
James Murray
Edgar Narvaez
Kyle Hoogestraat
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